

Social Acceptance NSS Questionnaire

(English version, unless otherwise specified in the footnotes the answers were measured by a 7-point Likert scale)

Item/Construct	Question	Item included
Before all scenarios		
GEN	What is your gender? ¹	
NAT	What is your nationality? ²	
EDU	What is your level of education? ³	
AGE	How old are you? ²	
CSK	How many hours do you spend using computers per week? ²	
Negotiation Experience (NEX)		
NEX1	How many houses have you sold? ²	
NEX2	How many houses have you bought? ²	
NEX3	How many job interviews have you had? ²	
NEX4	Is negotiation an important part of your job? ⁴	
Attitude towards negotiation (NAT)		
NAT1	Negotiation is a game.	
NAT2	I try to avoid negotiations.	*
NAT3	I enjoy negotiations.	*
NAT4	Negotiations are a necessary must.	
Negotiation skills (NSK)		
NSK1	I am a good negotiator.	*
NSK2	I would rather negotiate myself if the negotiation task is simple.	
NSK3	I would let someone else negotiate for me if the negotiation task is simple.	
NSK4	I would rather negotiate myself if the object of the negotiation is important for me.	*
NSK5	I would let someone else negotiate for me if the object of the negotiation is important for me.	*
After each scenario		
Intention to use (IU)	I would use the Pocket Negotiator in the situation shown in the video/picture.	
Subjective Norm (SN)	Most people who are important to me would think a Pocket Negotiator is useful in this situation.	
Social Acceptance (SA)		
SN1	I think it is socially acceptable to use a Pocket Negotiator in this situation.	*
SN2	I think the opponent would think it is socially acceptable to use a Pocket Negotiator in this situation.	*
Scenario-specific:		
train	I expect a Pocket Negotiator to prepare me in a short (1-2 hours) time before a negotiation.	
f-2-f	A Pocket Negotiator would be useful to propose new options for the negotiation.	
coll. prep.	I expect a Pocket Negotiator to help me organizing data (e.g. information from the internet).	
phone	I expect from a Pocket Negotiator to give me a clear overview of the negotiation process.	
car dealer	I believe the advice that the Pocket Negotiator gives is useful for the negotiation.	
Scenario comment		
COM	Could you please explain what you based your ratings on? ²	
After all scenarios		
Attitude towards NSS (PNA)	My attitude towards using a Pocket Negotiator is positive.	
Behavioral Control (BC)		
BC1	I would probably feel comfortable using a Pocket Negotiator on my own.	*
BC2	Learning to operate a Pocket Negotiator would probably be easy for me.	*
BC3	I would probably understand how to use a Pocket Negotiator.	*
Usefulness (USE)		
USE1	A Pocket Negotiator would help me to reach a better outcome in a negotiation.	*
USE2	I would feel more confident in the negotiation while using a Pocket Negotiator.	*
USE3	I will learn how to negotiate better through using the Pocket Negotiator.	*
USE4	Using a Pocket Negotiator would increase my productivity.	*
USE5	Using a Pocket Negotiator would increase my negotiation performance.	*
USE6	Using a Pocket Negotiator would enhance my effectiveness in negotiations.	*
USE7	Using a Pocket Negotiator would make negotiations easier for me.	*
USE8	Overall, I find the Pocket Negotiator useful for house/job negotiations.	*
Overall Comment (OCM)	Thank you for answering this questionnaire. Please feel free to enter comments here: ²	

¹ Male/female

² Open question

³ No degree, vocational training, university degree

⁴ Yes/no